

# Registration Form

Please  which courses you would like to purchase

I require my materials to be **en español**

## Special Offers!!!

Both FFAT & PMAT - \$344.00

FFAT, PMAT, & FRM - \$418.00

## Courses

FFAT - \$188.00

PMAT - \$188.00

FRM - \$195.00

### \*\*\*Frequently Asked Question's

**Q:** Do the courses meet the Farm Service Agency training requirements?

**A:** Yes. The FFAT meets the finance requirement and the PMAT meets the production requirement.

**Q:** When will I receive my order?

**A:** Books are mailed out 2-3 days from the time the order is received.

**Q:** What happens once I complete the course?

**A:** Books are graded. Certificates and graded materials are then sent to you and your loan officer.

\*\*\*For a full list of FAQ's, please visit our website at [www.farmercourses.com/faq.html](http://www.farmercourses.com/faq.html)

Name \_\_\_\_\_

Phone Number \_\_\_\_\_

Address \_\_\_\_\_

\_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip Code \_\_\_\_\_

Email \_\_\_\_\_

### Your Crop/Livestock Enterprises

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

4. \_\_\_\_\_

5. \_\_\_\_\_

### Lending Institution (FSA, FC, Bank)

\_\_\_\_\_

### Loan Officer & County

\_\_\_\_\_

### Credit Card Payment (Online Registration)

visit [www.farmercourses.com](http://www.farmercourses.com)

### Check/Money Order Payment:

payable to Farmer Courses

### Mail this form with Check/Money Order to:

Farmer Courses  
6021 Sunset Blvd.  
Madison, SD 57042



Offering courses for you to  
increase profit and  
production as a producer

**Production Management  
Analysis Training (PMAT)**

**Farm Financial  
Analysis Training (FFAT)**

**Finance Risk  
Management (FRM)**

[www.farmercourses.com](http://www.farmercourses.com)

# FARMER COURSES

[www.farmercourses.com](http://www.farmercourses.com)

If you are looking for ways to increase profit and production as a producer, then you have come to the right place.

Farmer Courses offers quality, straight-forward training in the areas of finance, production, and risk management. You will also have the opportunity to learn from professionals who have years of experience in the field (no pun intended).

The courses are in-depth and painless, yet offer you the tools you need to succeed as a producer.

## The Courses We Offer Are...

- Easy to read and follow
- Completed in about 25-30 Hours
- Updated and improved yearly
- Used by thousands of producers in the USA
- Taught by professionals with years of experience and insight



The "\$" signs are growing in farm production!

Take advantage of the most widely used farm management courses across the U.S.!

We look forward to hearing from you!

Dr. Gregory Hanson, President

✉ [greghanson@farmercourses.com](mailto:greghanson@farmercourses.com)

Mark Douglass, Manager

✉ [markdouglass@farmercourses.com](mailto:markdouglass@farmercourses.com)

Feel free to call us today!

☎ (814) 328-2072

### Production Management Analysis Training

- PMAT has important sections on...
- Market Plan
  - Technology Upgrades
  - Production & Field Records
  - Risk Analysis
  - Information Resources.

The PMAT course is offered in 2 parts:

1. Production Management Analysis (sections 1-11)
2. My Farm/Ranch Production Impact Plan (sections 12-14)

\*PMAT is individualized to the enterprises on each farm or ranch.

### Farm Financial Analysis Training

- Guided by three management concepts: RECORDS-ANALYSIS-PLANNING
- Sections 1-3: Balance Sheet, Cash Flow Budget, and production-based Income Statement.
  - Sections 4-6: Farm Financial Analysis presents basic approaches including The Savvy Seven Finance Ratios that guide producer decisions to strengthen profit, liquidity, and solvency.
  - Sections 7-8: Fixing Broken Finances & the MOBILize Plan to resolve finance problems which can threaten farm/ranch survival.
- \* Due to its unique, hands-on presentation, FFAT is recommended for all producers.

### Financial Risk Management

- Hanson Debt Rule
- Production Income Analysis
- Cash Flow Analysis
- Balance Sheet Analysis
- Ratios, Trends, & Projections
- MOBILize: Make-Or-Break-It Loans
- Formula-5 Farm Record System

FARMER COURSES

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